



No. : 021201/2020/VAMA  
Re: VAMA sales report – January 2020

Hanoi, February 12<sup>th</sup>, 2020

**To: The representatives of Media  
Concerned Organizations**

## **SALES REPORT (JANUARY 2020)**

**The January industry is at 15,787 units.  
The January 2020 volume is down 52% versus December 2019 and  
down 52% versus January 2019.**

Would you please find January 2020 Total Industry<sup>1</sup> & VAMA members only figures<sup>2</sup>.

### **1) January Total Industry results in details:**

- Total industry is at 15,787 units of which 12,807 units were Passenger Cars; 2,757 units were Commercial Vehicles and 223 units were Special-Purpose Vehicles.
- Passenger Cars were down 48% versus last month; Commercial Vehicles were down 65% and Special-Purpose Vehicles were down 41%
- CKD volume was 9,599 units, down 51% versus last month and CBU was 6,188 units, down 54% versus last month.

### **Of which, January 2020 VAMA members' volume was as follows:**

<sup>1</sup> “Total industry” volumes shall be construed as actual retail sales volume of VAMA’s members plus imported-CBU volume of non-VAMA’s members in January 2020.

<sup>2</sup> Including Lexus sale’s record.

No	Vehicle Type	Sales - January 2020				Sales - YTM 2020			
		North	Central	South	Total	North	Central	South	Total
<b>I</b>	<b>Passenger cars (PC)</b>								
1	Sedans	2,688	1,110	2,374	6,172	2,688	1,110	2,374	6,172
2	Sport utility vehicles (SUV)	1,163	437	1,473	3,073	1,163	437	1,473	3,073
3	Cross-over cars	254	58	116	428	254	58	116	428
4	Multi-purpose vehicles (MPV)	563	280	1,075	1,918	563	280	1,075	1,918
5	Convertible cars	-	-	-	-	-	-	-	-
6	Hatchback	323	56	186	565	323	56	186	565
7	Others (please specify)	-	-	-	-	-	-	-	-
8	Mercedes-Benz's PC subtotal	-	-	-	-	-	-	-	-
9	Lexus's PC subtotal	66	-	66	132	66	-	66	132
10	Thaco Peugeot's PC subtotal	68	29	105	202	68	29	105	202
	<b>Subtotal</b>	<b>5,135</b>	<b>1,970</b>	<b>5,395</b>	<b>12,490</b>	<b>5,135</b>	<b>1,970</b>	<b>5,395</b>	<b>12,490</b>
	<b>In percentage (%)</b>	<b>41.03%</b>	<b>15.77%</b>	<b>43.19%</b>	<b>100.00%</b>	<b>41.03%</b>	<b>15.77%</b>	<b>43.19%</b>	<b>100.00%</b>
<b>II</b>	<b>Commercial vehicles (CV)</b>								
	<b>Trucks</b>								
11	Pick-ups	355	226	398	979	355	226	398	979
12	Vans	22	-	9	31	22	-	9	31
13	Small trucks (G.V.M ≤ 5,000 Kg)	249	80	286	615	249	80	286	615
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)	181	95	225	501	181	95	225	501
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)	37	-	10	47	37	-	10	47
16	Heavy-duty trucks (24,000 Kg < G.V.M < 45,000 Kg)	-	-	-	-	-	-	-	-
17	Super heavy trucks (G.V.M ≥ 45,000 Kg)	-	-	-	-	-	-	-	-
18	Other Trucks	35	13	78	126	35	13	78	126
19	Tractor trucks	-	-	-	-	-	-	-	-
20	Mercedes-Benz's CV (FUSO) subtotal	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>879</b>	<b>414</b>	<b>1,806</b>	<b>2,299</b>	<b>879</b>	<b>414</b>	<b>1,806</b>	<b>2,299</b>
	<b>In percentage (%)</b>	<b>38.23%</b>	<b>18.01%</b>	<b>43.76%</b>	<b>100.00%</b>	<b>38.23%</b>	<b>18.01%</b>	<b>43.76%</b>	<b>100.00%</b>
	<b>Buses</b>								
21	Minibuses [(10-16) seats]	29	11	18	58	29	11	18	58
22	Medium buses / Coaches [(17-30) seats]	5	3	12	20	5	3	12	20
23	Large buses / Coaches [(31-55) seats]	85	35	104	224	85	35	104	224
24	Sleeping buses	-	-	-	-	-	-	-	-
25	City buses of all lengths	15	-	-	15	15	-	-	15
26	Bus rapid transit (BRT)	-	-	-	-	-	-	-	-
27	Bus chassis (incompletely-built vehicles)	-	-	30	30	-	-	30	30
	<b>Subtotal</b>	<b>134</b>	<b>49</b>	<b>134</b>	<b>317</b>	<b>134</b>	<b>49</b>	<b>134</b>	<b>317</b>
	<b>In percentage (%)</b>	<b>42.27%</b>	<b>15.46%</b>	<b>42.27%</b>	<b>100.00%</b>	<b>42.27%</b>	<b>15.46%</b>	<b>42.27%</b>	<b>100.00%</b>
<b>III</b>	<b>Special-Purpose Vehicles</b>								
28	Dump trucks	31	21	53	105	31	21	53	105
29	Concrete mixer trucks	-	-	-	-	-	-	-	-
30	Tanker trucks	-	-	-	-	-	-	-	-
31	Refrigerator trucks	-	-	-	-	-	-	-	-
32	Ambulance	-	-	-	-	-	-	-	-
33	Fire-fighting trucks	-	-	-	-	-	-	-	-
34	Garbages	-	-	-	-	-	-	-	-
35	Hydraulic crane truck	-	-	-	-	-	-	-	-
36	Sprinklers (road cleaning trucks)	-	-	-	-	-	-	-	-
37	Crane trucks	-	-	-	-	-	-	-	-
38	X-Ray medical vehicles	-	-	-	-	-	-	-	-
39	Truck-mounted concret pumps	-	-	-	-	-	-	-	-
40	Car transport (carrying) truck	-	-	-	-	-	-	-	-
41	Hooklift	-	-	-	-	-	-	-	-
42	Prisoner transport truck	-	-	-	-	-	-	-	-
43	Mobile Sewer Jetting Machine (SPV)	-	-	-	-	-	-	-	-
44	Sewage suction truck (SPV)	-	-	-	-	-	-	-	-
45	Vacuum tank truck (SPV)	-	-	-	-	-	-	-	-
46	Aerial Platform Truck (SPV)	-	-	-	-	-	-	-	-
47	Stage truck (SPV)	-	-	-	-	-	-	-	-
48	Xe chi huy chữa cháy (SPV)	-	-	-	-	-	-	-	-
	<b>Subtotal</b>	<b>31</b>	<b>21</b>	<b>53</b>	<b>105</b>	<b>31</b>	<b>21</b>	<b>53</b>	<b>105</b>
	<b>In percentage (%)</b>	<b>29.52%</b>	<b>20.00%</b>	<b>50.48%</b>	<b>100.00%</b>	<b>29.52%</b>	<b>20.00%</b>	<b>50.48%</b>	<b>100.00%</b>
	<b>Grand-total</b>	<b>6169</b>	<b>2454</b>	<b>6588</b>	<b>15211</b>	<b>6169</b>	<b>2454</b>	<b>6588</b>	<b>15211</b>
	<b>In percentage (%)</b>	<b>40.56%</b>	<b>16.13%</b>	<b>43.31%</b>	<b>100.00%</b>	<b>40.56%</b>	<b>16.13%</b>	<b>43.31%</b>	<b>100.00%</b>

<sup>1</sup> “Total industry” volumes shall be construed as actual retail sales volume of VAMA’s members plus imported-CBU volume of non-VAMA’s members in January 2020.

<sup>2</sup> Including Lexus sale’s record.

**VAMA volume compared to last month as follows:**

	Jan-20	Jan-19	Dec-19	Difference January-20 vs January- 19	Difference January-20 vs December-
<b>Total*</b>	<b>15,211</b>	<b>31,799</b>	<b>31,425</b>	<b>-52%</b>	<b>-52%</b>
1. Passenger cars (PC)	12,490	26,286	24,194	-52%	-48%
2. Commercial vehicles (CV)	2,616	5,344	7,049	-51%	-63%
2.1 Trucks	2,299	4,681	6,364	-51%	-64%
2.2 Buses	317	663	685	-52%	-54%
3. Special-purpose vehicles	105	169	182	-38%	-42%
Bus chassis (khung xe buýt)	30	24	26	25%	15%

\*: not including bus chassis

**VAMA only YTM January results:**

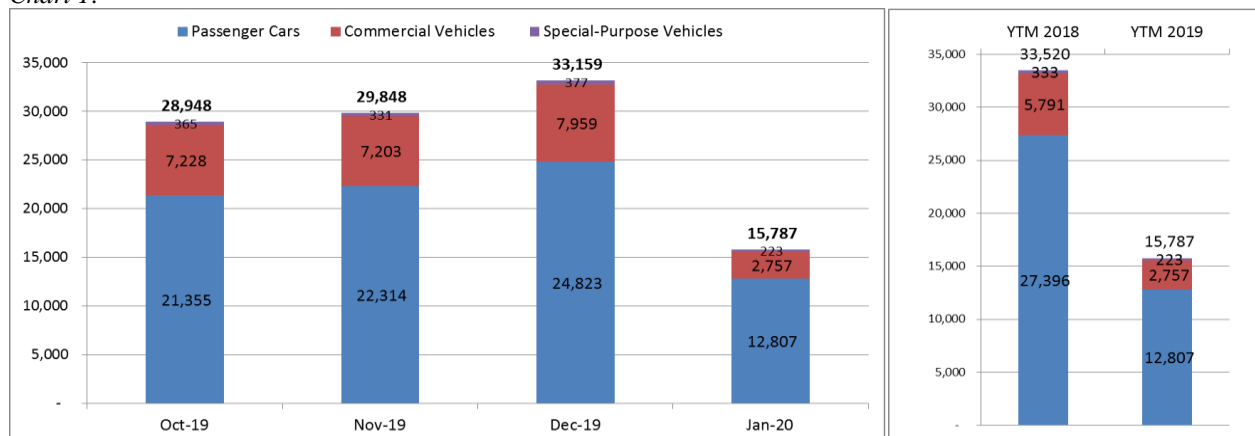
	YTM 2020	YTM 2019	Difference
<b>Total*</b>	<b>15,211</b>	<b>31,799</b>	<b>-52%</b>
1. Passenger cars (PC)	12,490	26,286	-52%
2. Commercial vehicles (CV)	2,616	5,344	-51%
2.1 Trucks	2,299	4,681	-51%
2.2 Buses	317	663	-52%
3. Special-purpose vehicles	105	169	-38%
Bus chassis (khung xe buýt)	30	305	-90%

\*: not including bus chassis

**2) Year-to-Month January Total Industry results in details:**

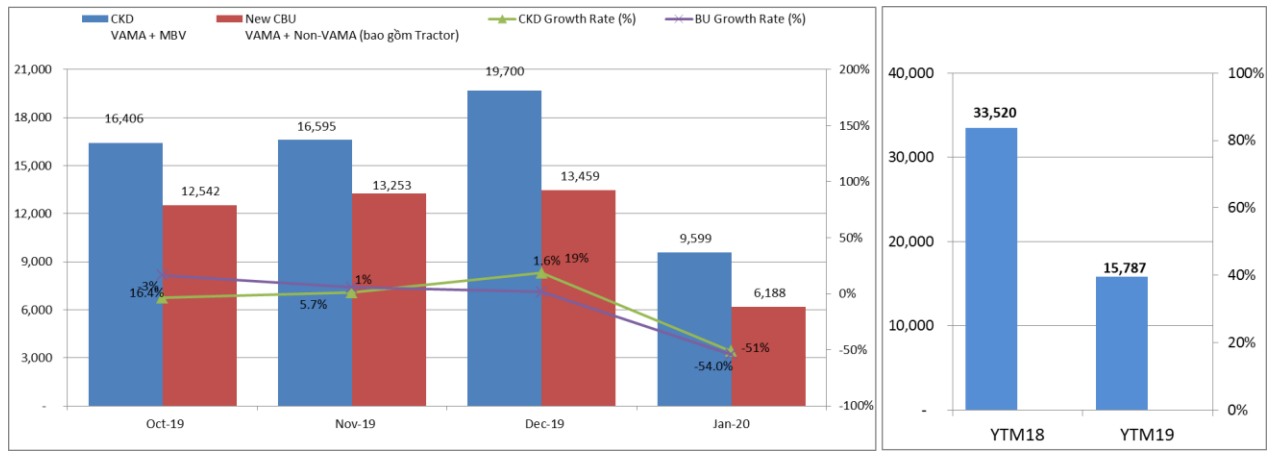
- Total Industry in FY January 2020 is down 53% versus last year.
- Passenger Car was down 53%; Commercial Vehicles was down 52% and Special-Purpose Vehicles was down 33% versus last year

Chart 1:



- In January 2020, CKD was down 49% and CBU was down 58% versus last year.

Chart 2:



For further details, please see the enclosed attachments.

We hope the above information will help you better understand Vietnam automobile industry. Should you have any questions, please do not hesitate to contact us at: Email: [Adminofficer@vama.org.vn](mailto:Adminofficer@vama.org.vn) – Tel: +84 24 6290 7427

**VAMA Office**